

PARTNERSHIP

BROKERS

TRAINING

By popular demand, the globally successful Partnership Brokers Training returns to WASHINGTON D.C.

9 - 12 July 2019

Partnerships and collective impact initiatives are multiplying in the USA, as **multi-stakeholder collaborators** come together to positively advance social issues. But how do we partner effectively? Partnering can be highly challenging to those involved and often falls short of expectations. **The people involved in making partnerships happen are key to partnering success.** This highly sought after global training program builds their knowledge and skills and provides them with the **tools and insights to deliver positive partnering results.**

The **Partnership Brokers Training** is a **4-day skills training and professional development** course providing those working in partnerships with in-depth development on **how to partner effectively.** You'll leave with:

- **Tools, techniques and skills development** for brokering partnerships that get results
- **Enhanced confidence and competence** as partnership practitioners
- **A framework and knowledge** for robust, efficient and innovative partnerships
- **Understanding common principles**, barriers and enablers of multi-stakeholder collaborations
- **Ways to overcome** common partnership brokering challenges (both for those working internally and independently) and ways to overcome these
- **Personal and professional insights** into the roles, skills and competencies needed in building successful collaborations
- **Membership of a global professional association** of partnership brokers offering support, research, networks and further development opportunities.

The course can be used immediately for **professional development** and/or real-time **partnership building.** When partners from different organizations attend together, they build a common language and framework while developing strategies for the design, management and review of their partnership.

Join this intensive program and you will be part of a diverse group from business, non-profit, community, government, education and philanthropy. The group will be limited to 24 participants with two facilitators in order to maximise potential for exchange and personal attention to individuals.

"This training is a MUST for organizations that want to create effective partnerships as part of their business. I truly enjoyed the diversity of the participants in this training. They came from a variety of sectors – education, corporations, non-profits and government. The interaction among the participants about our partnerships brought valuable "learning moments".

Mary DeWitt-Dia, Sr. Associate, Community Mobilization and Partnerships, American Red Cross, 2016



LEARNING • TRAINING • TRANSFORMING



Hosted at American Red Cross
Headquarters

Training Team



CATHERINE RUSS - Catherine is a Learning and Adult Education Specialist and Accredited Partnership Broker with the Partnership Brokers Association. She has worked across numerous disciplines in the public, academic and not for profit sectors; in the past years she's held senior and advisory roles in the humanitarian sector in diverse organisations such as the Humanitarian Leadership Academy, Save the Children and RedR UK. Her partnership brokering work and collaboration expertise has come from years of working in partnerships and consortia where she witnessed and experienced their unharnessed potential; she is now passionate about supporting groups to embrace their strengths and diversities to develop and evolve their own unique practices and tools. The emerging domains of multiple intelligences, systems thinking, mindfulness and how nature's adaptive patterns (bio-mimicry) can provide rich and fertile ground for collaboration are actively influencing her latest thinking. Catherine's recent work has led her to co-develop a global partnership which is researching and developing new approaches to remote partnering. She holds an MSc in Adult Education and Training.



MICHELLE HALSE - Michelle is a highly-experienced partnering, collaboration and innovation specialist and a PBA Accredited Partnership Broker, Trainer, Mentor and Associate. She has specific experience in international development, global innovation challenges, social innovation. Michelle has brokered partnerships with consortia for international health, humanitarian capacity building, vulnerable children and families, women's legal services, education, livelihoods and social inclusion in the UK, USA, Australia, across the Asia-Pacific and Africa. She has worked in catalytic philanthropy building the collaborations to support collective impact initiatives. She is particularly interested in the new forms of shared, collaborative, leadership required for the challenges and disconnects facing the world today. She holds a MSocSc in International Development and GDipBus in Management.

About us

Partnership Brokers Association (PBA): Established in 2003, PBA is the international professional body for those managing and developing collaboration processes. PBA's primary aims are to:

- Challenge and change poor partnering practices so that multi-stakeholder collaboration can become truly transformational
- Ensure those operating in partnership brokering roles are skilled, principled and work to the highest standards
- Promote the critical importance of partnering process management to decision-makers in all sectors

"I found the training week highly experiential, very carefully designed using a range of pedagogical approaches and training methods. It is a great program for those who wish to learn the key principles for mobilizing multi-sector partnerships. More importantly, the program connects one to a rich network of partnership broker professionals worldwide."

Vipin Gupta, Associate Dean, Global Management Centre, California State University

Who should attend and criteria for acceptance

This course is for active partnership practitioners involved in the management and development of multistakeholder partnerships; no matter what title you have. You could be a relationships manager; a community entrepreneur; a leader in innovations; working in communications or delivering services through collaborations.

A **partnership broker** is an **intermediary** building effective and innovative collaboration between partners. Partnership brokers can be either **internal** – responsible for negotiating or managing partnerships on behalf of their organization – or **external** – those offering independent partnership brokering and support services.

To be eligible for acceptance into the program, you must be able to demonstrate:

- **Educational attainment** at higher education level in a related field and/or **practical experience** that combines analytical capabilities with an aptitude for working with diverse groups
- **Opportunities** for the learning from the course to be applied in the near future

Participants who attend all sessions will be awarded a Partnership Brokers Association certificate entitling them to become **alumni** of the Association and to be eligible for further courses. Anyone who misses one or more sessions will be able to complete the course but will not be entitled to receive the PBA certificate.

“The Partnership Brokers Training dramatically surpasses any other professional development training I have received. Not only is it excellently facilitated, but each component feels practical, engaging, and deeply relevant to the realities of building effective and innovative collaboration between various partners in any business endeavour . It has completely changed how I interact with my colleagues, and I continue to draw inspiration from and reorient my strategies based on the tools and resources we received during the training.”

Rachel Leeds, Senior Project Coordinator, URC, Leading Global Research Company

Further training opportunities

Participants who complete the Partnership Brokers Training will become alumni of the Partnership Brokers Association (PBA) giving them access to learning / research findings, tools, case studies, support services and further training options. These are: A long-distance mentored program leading to **Professional Accreditation** or **Advanced Skills in Partnership Brokering**: (a 5-day course offering more advanced partnership brokering skills). **PBA is the global professional association for those brokering partnerships and other forms of multi-stakeholder collaboration.**

Course Graduates come from business, government, international agencies and non-profit organisations: Agriteam Canada Consulting, Canadian Blood Services, Edmonton Chamber of Voluntary Organizations, Canadian Cooperative Association, Canadian Food Inspection Agency, Canadian Red Cross, Centre for Chronic Disease Prevention, Chevron Canada Resources, Colleges and Institutes Canada, Dalhousie University, Elizabeth Fry Society, Environment Canada, Federation of Canadian Municipalities, MaRS, Microsoft, Natural Resources Canada, Niskamoon Corporation, PWC, Public Health Agency of Canada, Saskatchewan Economic Development Association, Shell Canada, Social Innovation Generation, Suncor Energy Foundation, Toronto Public Health, TransCanada Corporation, Unilever, University of Ottawa, University of Waterloo, Volunteer Hamilton, World University Services of Canada, World Vision.

Application and fees

The fee for the training is **USD 2,440**. A **discounted rate of USD 2,240** is available for **early birds, not for profits and self-employed or multiple bookings** from one organization. To foster diversity in the program, a maximum of 4 participants from the same organization are permitted to join.

***Early bird discount is applicable for anyone making payment before 28 February 2019.**

The fee includes tuition costs, background reading materials and copies of all the training materials. The fee also covers refreshments and lunch but does not include travel, accommodation or evening meals. The fee will be payable with your application. Your place on the course will be secured only when full payment has been received. Application:

Fill in and submit the online application form at: **www.bit.ly/WDC19PBT**

Applications and fees: Spaces are expected to fill fast and you are advised to submit your application promptly to avoid disappointment. For more information, please contact **Catherine Russ** at catherine@cathruss.com or **Michelle Halse** at michelle@livingcollaborations.com.

* Early bird discount applies when payment is received by **28 February 2019**. Applications are welcome after this date and the full fee will apply.

The venue



The training venue is the grand, historic headquarters of the American Red Cross, a National Landmark building just blocks from the White House, (featuring famous Tiffany windows honouring the Red Cross and Red Crescent movements).

Nearest metro stop is Farragut West

Address:

430 17th Street, NW,
Washington, D.C., 20006 USA

Apply Now

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Apply online:

www.bit.ly/WDC19PBT

Please send enquiries to:

catherine@cathruss.com

michelle@livingcollaborations.com

Visit **www.partnershipbrokers.org**